

Message Text

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PAGE 01 STATE 012283

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ORIGIN NEA-09

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DRAFTED BY NEA/EGY:GGBROWN:PM

APPROVED BY NEA/EGY:HFMATTHEWS

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FM SECSTATE WASHDC

TO AMEMBASSY CAIRO IMMEDIATE

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E.O. 11652: N/A

TAGS: BTRA, EG

SUBJECT: XEROX VISITORS

1. RICHARD DIDONNA, GROUP COUNSEL FOR INTERNATIONAL OPERATIONS OF XEROX CORPORATION, VISITED DEPT JAN 16 TO INFORM US THAT A TEAM FROM XEROX WOULD BE ARRIVING IN CAIRO JAN 19 AND STAYING THROUGH JAN 23. TEAM CONSISTS OF MR. BEJANNO, SENIOR VICE PRESIDENT; MR. NEIL MIDDLETON, PRODUCTION; MR. PETER VERNON, MARKETING; MR. WILLIAM MILLER, LEGAL.

2. THROUGH THEIR OWN BANKING CONTACTS, TEAM HAS APPOINTMENTS WITH PRIME MINISTER HEGAZI AND MINISTERS TAHIR AMIN AND OSMAN OSMAN.

3. XEROX IS INTERESTED IN EXPLORING POSSIBILITIES FOR SETTING UP ASSEMBLY OR MANUFACTURING FACILITY IN EGYPT TO SERVICE THE MIDDLE EAST MARKET. THEY ARE ANXIOUS TO MOVE QUICKLY IF THE TALKS WITH HEGAZI ARE FRUITFUL AND THEY HAVE PLANS TO SEND ANOTHER HIGHER LEVEL TEAM OF EXECUTIVES BACK TO CAIRO IN ANOTHER MONTH OR TWO.

4. MAJOR PROBLEM AREA IS XEROX'S LISTING ON ARAB BOYCOTT. FIRM HAS HEARD RECENT RUMOR THAT EQUAL OR LARGER INVESTMENT IN EGYPT THAN THAT IN ISRAEL WILL REMOVE THEM FROM BOYCOTT. BOYCOTT QUESTION WILL BE KEY ELEMENT IN TALK WITH

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PAGE 02 STATE 012283

HEGAZI. THEY DESIRE A STRONG INDICATION FROM EGYPTIANS

THAT THEY WILL HAVE NO TROUBLE EXPORTING FROM EGYPT TO
OTHER ARAB COUNTRIES. TEAM WILL CONTACT MERRICK AND
AMBASSADOR'S OFFICE. XEROX DESIRES TO KEEP CONFIDENTIAL
ITS INTEREST IN EGYPT.

KISSINGER

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